JEJ FOOD COMPANY, INC.

FINANCIAL STATEMENTS

FOR THE YEAR ENDING

DECEMBER 31, 1992



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February 5, 1993

To The Board of Directors JEJ Food Company, Inc. Springfield, Virginia 22153

I have reviewed the accompanying balance sheet of JEJ Food Company, Inc., as of December 31, 1992, and the related statements of income, retained earnings and cash flows for the year then ended, in accordance with standards established by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of JEJ Food Company, Inc.

A review consists principally of inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an examination in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, I do not express such an opinion.

Based on my review, I am not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

Thomas I. Southard

JEJ FOOD COMPANY, INC. BALANCE SHEET AS OF DECEMBER 31, 1992

-	ASSETS	
CURRENT ASSETS		
Cash Note Receivable Accounts Receivable Tax Refunds Receivable Inventory Prepaid Expenses	\$ 4,876 83,644 405,134 12,713 420,415 14,317	
TOTAL CURRENT ASSE	TS \$ 941,099	
FIXED ASSETS		
Furniture & Fixtures Manufacturing/Warehouse Equipment Office/Other Equipment Vehicles Leasehold Improvements Accumulated Depreciatio	1,455,729 32,329 71,674 186,420	
TOTAL FIXED ASSETS	813,383	
OTHER ASSETS		
Deposits Organization Costs Startup Costs Accumulated Amortizatio	21,287 4,219 16,664 on (20,445)	
TOTAL OTHER ASSETS	21,725	. _

TOTAL ASSETS

\$ 1,776,207

JEJ FOOD COMPANY, INC. BALANCE SHEET AS OF DECEMBER 31, 1992

LIABILITIES & EQUITY

CURRENT LIABILITIES

Accounts Payable \$ 595,856
State Income Tax Payable 173
Accrued Expenses 9,565
Wages Payable 39,924
Payroll Taxes Payable 11,848
Current-Portion LongTerm Debt 487,675

TOTAL CURRENT LIABILITIES \$ 1,145,041

LONG-TERM LIABILITIES

Notes Payable 1,179,102
Due to Officers 20,000
Less: Current-Portion
Long-Term Debt (487,675)

TOTAL LONG-TERM LIABILITIES 711,427

TOTAL LIABILITIES \$ 1,856,468

EQUITY

Common Stock1,000Paid-in Capital59,876Retained Earnings49,429Current Earnings(190,566)

TOTAL EQUITY

TOTAL LIABILITIES & EQUITY \$ 1,776,207

(80, 261)

JEJ FOOD COMPANY, INC. INCOME STATEMENT FOR THE YEAR ENDED DECEMBER 31, 1992

101/ 2/11 12/11/ 22/02/11	
SALES	
Sales	\$ 6,141,741
COST OF GOODS SOLD	
Purchases \$ 2,487,888 Freight 15,396 Direct Labor 1,056,858 Direct Labor Payroll Taxes 95,900	 Z 599 184
TOTAL COST OF GOODS SOLD	 3,656,042
GROSS PROFIT	\$ 2,485,699
GENERAL AND ADMINISTRATIVE EXPENSES	
Advertising Amortization Auto & Truck Expenses Bank Charges Commissions-Office Employees Commissions-Brokers Consultant Fees Contract Labor/Temps Donations Dues & Subscriptions Entertainment & Meals Equipment Rentals Fringe Benefits Insurance Interest Expense Kitchen Priveleges Fees Legal & Accounting Licenses & Fees Miscellaneous Expense Payroll Taxes Penalties Personal Property Taxes Postage Professional Services Recruitment Rent Repairs & Maintenance Salaries (except officers) Shows & Demos Slotting Allowances Supplies Telephone Travel Expense Truck Rentals Utilities	1,683 144 108,253 1,289 56,173 106,498 17,728 17,943 889 1,701 2,627 13,209 16,288 73,713 171,645 180,089 92,493 3,352 6,259 63,933 872 19,700 13,955 51,643 912 177,084 165,779 463,647 8,746 4,500 78,034 29,999 25,060 155,120 137,706

TOTAL GENERAL AND ADMINISTRATIVE EXPENSES

2,268,666

JEJ FOOD COMPANY, INC. INCOME STATEMENT FOR THE YEAR ENDED DECEMBER 31, 1992

OPERATING INCOME BEFORE DEPRECIATION AND OFFICERS' SALARIES	Ī		\$ 217,033
Depreciation Expense Officers' Salaries	\$	258,821 174,873	
TOTAL			 433,694
NET OPERATING INCOME		•	 (216,661)
OTHER INCOME AND EXPENSES			
Vending Machine Income Vending Machine Costs Interest Income Income Tax Refunds Rec.		9,260 (12,706) 5,696 11,924	
Accts Rec Recovery (previous write-off) Miscellaneous Income Gain on Sale of Asset Loss on Disposals of Assets	_	2,989 19,277 3,822 (13,767)	·
TOTAL MISCELLANEOUS INCOME			 26,495
NET INCOME BEFORE INCOME TAX	ES		(190,166)
State Corporate Income Tax		400	
TOTAL INCOME TAXES	-		400
NET INCOME			\$ (190,566) ======

JEJ FOOD COMPANY, INC. STATEMENT OF RETAINED EARNINGS AS OF DECEMBER 31, 1992

Beginning Retained Earnings as of December 31, 1991 \$ 49,429

Current loss for the year ended December 31, 1992 (190,566)

Ending Retained Earnings as of December 31, 1992 \$ (141,137)

JEJ FOOD COMPANY, INC. STATEMENT OF CASH FLOWS FOR THE YEAR ENDED DECEMBER 31, 1992

CASH FLOWS FROM OPERATING ACTIVITIES		
Net Income	\$	(190,566)
Adjustments for non-cash items Depreciation and Amortization Loss on Assets Disposed of (not sold) Gain on Sale of Vehicle		258,965 13,767 (3,822)
Adjustments to reconcile net income to net cash provided by operating activities:		
Increase in Accounts Receivable Increase in Inventories Increase in Prepaid Expenses Decrease in Deposits Decrease in Accounts Payable Increase in Taxes Payable Increase in Accrued Expenses Increase in Wages Payable		(129,255) (32,751) (12,865) 5,225 (51,972) 4,542 9,565 39,924
NET CASH USED BY OPERATING ACTIVITIES		(89,243)
CASH FLOWS FROM INVESTING ACTIVITIES		
Repayment of Note Receivable Purchases of Office Equipment Purchases of Mfg/Warehouse Equipment Purchases of Vehicles Sale of Vehicles		27,784 (19,986) (70,217) (16,339) 4,500
NET CASH USED BY INVESTING ACTIVITIES		(74,258)
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from Long-Term Debt Repayment of Long-Term Debt Proceeds from Loans from Officers		477,343 (392,781) 20,000
NET CASH PROVIDED BY FINANCING ACTIVITIES		104,562
NET DECREASE IN CASH		(58,939)
CASH AT BEGINNING OF YEAR		63,815
CASH AT DECEMBER 31, 1992	===	4,876 =======

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

NOTE A - SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

This summary of significant accounting policies of JEJ Food Company, Inc., (the Company) is presented to assist in understanding the Company's financial statements. The financial statements and notes are representations of the Company's management who is responsible for their integrity and objectivity. These accounting policies conform to generally accepted accounting principles and have been consistently applied in the preparation of the financial statements.

Organization and Purpose

JEJ Food Company, Inc., (the Company) was incorporated under the laws of the State of Virginia on May 14, 1984, to engage in the production, selling and distribution of food products.

Inventories

Inventories are valued at average cost (see Note B).

Property and Equipment

Property and equipment are recorded at cost. Depreciation is computed using the modified accelerated cost recovery system and the accelerated cost recovery system. Expenditures for major renewals and betterments that extend the useful lives of property and equipment are capitalized. Expenditures for maintenance and repairs are charged to expense as incurred.

JEJ FOOD COMPANY, INC. NOTES TO FINANCIAL STATEMENTS DECEMBER 31, 1992

Start-up and organization costs

The costs of organizing and starting the Company were capitalized and have been amortized over sixty to one hundred twenty months.

Income Taxes

The provision for income taxes is for income earned during the current year, at the statutory federal and state income tax rates. There are no deferred income taxes as the tax and financial reporting are on the same basis.

NOTE B - INVENTORIES

Inventories are valued at average cost based on a physical count at the end of the year. The inventory is as follows:

Grocery (wholesale) items	\$	45,175
Raw Materials		70,346
Packaging		116,042
Finished Goods-Manufactured		153,956
Parts		30,000
Miscellaneous	_	4,896
Total Inventory	\$	420,415
	_	

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

NOTE C - LONG-TERM DEBT

Long-term debt consists of the following:

Note payable (credit line) to First American Bank, interest only at prime plus 1-1/2 percent; full paydown required within each year for 30 consecutive days. Secured by accounts receivable of Company on large local grocery chain.

\$ 277,241

Note payable (term loan) to First American Bank, interest at prime plus 2 percent; monthly payments of \$ 3,004. This loan was used to consolidate other debt.

166,102

Note payable to Fullerton Lot 2 for leasehold improvements, interest at 15 percent per annum; monthly payments of \$ 1,573.

68,305

Notes payable to Zuniga, interest only at 12 percent with no fixed term.

54,450

Various capital leases at various interest rates and due dates.

613,003

Less current portion

(487,675)

Long-term debt

\$ 691,427

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

Maturities of long-term debt excluding capital leases are as follows:

Period Ending	Amount
December 31, 1993	\$ 310,099
December 31, 1994	36,304
December 31, 1995	129,387
December 31, 1996	14,465
December 31, 1997	16,791
Thereafter	59,053
Total	\$ 566,099

NOTE D - OPERATING AND CAPITAL LEASES

The Company conducts its operations from a leased facility. The lease expires in 1998, and is classified as an operating lease. The Company may extend the lease for two additional periods of five years, at rents which escalate 5% per year.

In addition, the Company leases transportation equipment under operating leases expiring in 1995, 1996, and 1997.

The minimum remaining lease commitments under all operating leases for the next five years are:

•		
Period Ending	Amo	ount
December 31, 1993	\$ 419,	346
December 31, 1994	429,	546
December 31, 1995	440	,262
December 31, 1996	451,	,506
December 31, 1997	451,	.019
Total	\$ 2,191,	,679

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

2. The Company leases manufacturing and other equipment that are classified as capital leases and have been included in the assets and liabilities of the Company. The leases expire in 1993 through 1997 with purchase options of varying amounts. Depreciation is recorded for these capital leases as disclosed previously.

The following is a schedule by years of future minimum lease payments required under capital leases as of December 31, 1992:

Pe	riod Er	nding				Amount
		31,1993			\$	177,573
		31,1994	٠		,	161,727
		31,1995				176,361
		31,1996			•	91,624
De	cember	31,1997		•		5,718
		1 3				
		Total	•		\$	613,003
						======

NOTE E - RELATED PARTY TRANSACTIONS

The following transactions occurred between the Company and other related parties:

1. Substantially all of the rental of a commercial kitchen was done through Kitchen Privileges, Inc. JEJ Food Company and Kitchen Privileges have common stockholders. The rental payments for the twelve month period ended December 31, 1992, were \$ 180,089.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

- 2. Various food and vegetables used in production are purchased from Garcia's Farm, another entity owned by common interests. Purchases as of December 31, 1992, were \$24,386.
- 3. The note receivable at December 31, 1992, was due from a related party as follows:

10% note receivable from Kitchen Privileges; principal and interest received of \$ 4,558 per month. Monthly payments have been suspended since 7/1/92 due to cash flow limitations at Kitchen Priveleges; however, the note is still considered to be collectible.

\$ 89,326

4. Notes payable to related parties at December 31, 1992, consisted of the following:

12% notes (interest only) payable to Zuniga with principal repayments as cash flow is available.

\$ 54,450

- 5. Accounts receivable at December 31, 1992, include \$63,463 of trade receivables from Kitchen Priveleges and \$49 of trade accounts receivable from Garcia's Farm, both related parties to JEJ Food Company.
- 6. Accounts payable at December 31, 1992, include trade accounts of \$8,860 payable to Garcia's Farm and \$5,024 payable to Kitchen Priveleges, related parties to JEJ Food Company.

NOTES TO FINANCIAL STATEMENTS

DECEMBER 31, 1992

7. In August, 1992, each of the officers loaned \$10,000 to the company to finance operations. The amount is a non-interest bearing loan, to be repaid as soon as funds are available. Total due to officers:

\$ 20,000

NOTE F - OTHER

- 1. A material part of the Company's business is done with a single large customer. For the period ended December 31, 1992, this customer accounted for \$ 1,730,148 in revenues. Although there are no formal continuing contracts with this customer, the Company has done business with them for over three years and currently has twelve products in distribution with them.
- 2. The Company is presently diversifying the large customer base to include grocery and food warehouses, and began distribution to county schools during August 1992.
- 3. Most of the operating loss during 1992 occurred during the fourth quarter, and is attributable to a particular retailer discontinuing business with JEJ Food Company. The inventory which was produced by JEJ Food Company in expectation of sales to this client was in frozen storage on December 31, 1992, and is in process of being liquidated by sales to another customer at a discount below cost. The process is expected to be completed during the first quarter of 1993, and to recover gross sales to JEJ Food Company of \$83,500.